

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Ranger Industries

New Jersey Manufacturing Extension Program

Ranger Industries Crafts a Plan to Continue Manufacturing in the USA

Client Profile:

Ranger Industries is a manufacturer of supplies for the arts-and-crafts industry, including inkpads, glitter glue, and embossing powders. The family-owned business employs 65 people at its facility in Eastontown, New Jersey.

Situation:

Ranger Industries, which was operating two manufacturing facilities, was marginally profitable. Its expenses were soaring, and its competition was heading to cheaper environments overseas. Ranger's objective was to improve customer service levels, reduce inventory, provide faster order fulfillment, improve employee job satisfaction, remain competitive, and keep production stateside. The company had the creativity to develop new products but was hampered by production inefficiencies. Ranger contacted the New Jersey Manufacturing Extension Program (NJMEP), a NIST MEP network affiliate, for help.

Solution:

NJMEP transformed the company to a Lean operation by providing customized Lean training for Ranger's employees. With NJMEP's assistance and a New Jersey Department of Labor and Workforce Development Customized Training Grant, Ranger was able to change its operational structure to an 'empowered employee' make-to-order business. This change allowed Ranger to free up cash that had been invested in inventory and reinvest it in a better approach for satisfying the customers demand for just-in-time delivery for their products. As a result of NJMEP's assistance, Ranger consolidated its manufacturing to one facility, introduced a visually cued inventory system, and looked to its employees to suggest ways to improve the company's operations.

Results:

- * Increased sales by \$500,000.
- * Realized \$300,000 in cost savings.
- * Invested \$392,000 in capital improvements.
- * Reduced shipping time from 3 weeks to less than 5 days.
- * Reduced changeover time from 45 minutes to 10 minutes.
- * Created 10 jobs.
- * Retained 45 jobs.

Testimonial:

"The customized training that Ranger received has had a tremendous impact on our overall operations. Our company is in a stronger position now that our employees understand and continuously implement Lean Manufacturing concepts and our stock-outs have been minimized, which

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has enabled us to increase sales and revenue. We want to thank and sincerely hope that we will be able to continue to work with the NJMEP and the NJDOL to improve our manufacturing operations and position ourselves for future success."

Justin Russo, President